

# FAIRLAWN REHABILITATION HOSPITAL

Fairlawn Rehabilitation Hospital is a for-profit rehabilitation hospital located in Worcester. It provides inpatient and outpatient rehabilitation services. In FY13, the ownership of Fairlawn Rehabilitation was evenly shared by HealthSouth Corporation and UMass Memorial Health Care system. As of 2014, HealthSouth Corporation owns 80% of Fairlawn Rehabilitation, while UMass Memorial Health Care owns 20%. Fairlawn Rehabilitation Hospital was profitable from FY09 to FY13, earning a 20.4% total margin and 20.2% operating margin in FY13, significantly more than the median 3.3% total and operating margins in its peer cohort.

## AT A GLANCE

**TOTAL BEDS:** 110; 11% of cohort beds

**% OCCUPANCY:** 82%; > cohort avg. (71%)

**INPATIENT DISCHARGES in FY13:** 2,481

**PUBLIC PAYER MIX:** 81%; > avg. cohort hospital (70%)

**TOTAL REVENUE in FY13:** \$45 million; 3% of statewide

**TAX STATUS:** For-profit

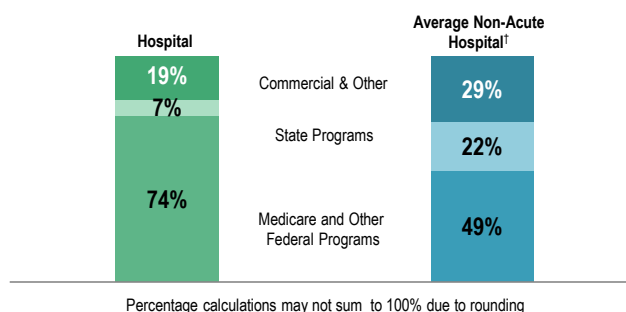
**INPATIENT:OUTPATIENT REVENUE in FY13:** 97%:3%

**ADJUSTED\* COST PER INPATIENT DAY:** \$883

**CHANGE in OWNERSHIP (FY09-FY13):** Not Applicable

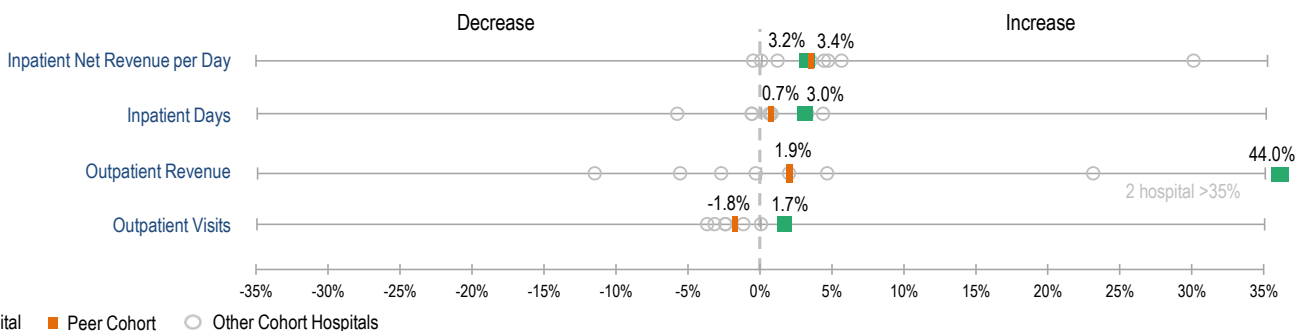
## PAYER MIX

What was the hospital's overall payer mix (gross charges) in FY13, and how does this hospital compare to the average non-acute hospital's payer mix?



## GROWTH MEASURES

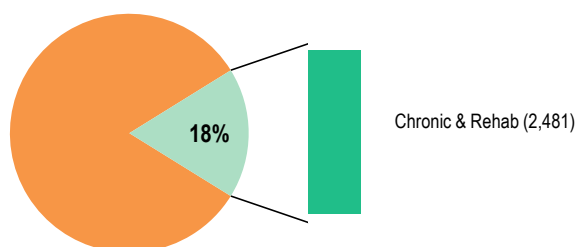
What were the FY12 to FY13 growth rates at this hospital for the following measures, and how do these compare to the growth rates of the hospital's peer cohort?



## SERVICES

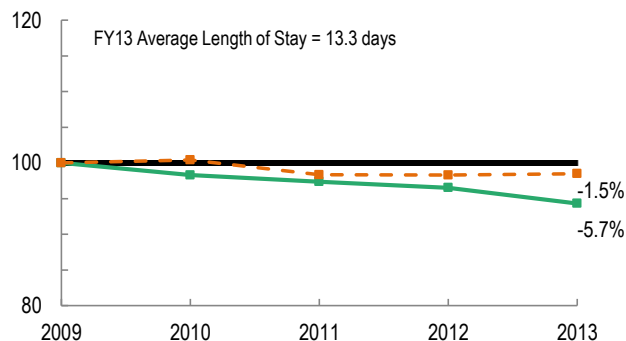
What type(s) of inpatient services, categorized by bed type, did the hospital provide in FY13? What proportion of its peer cohort's inpatient cases did this hospital treat?

Discharges by Category



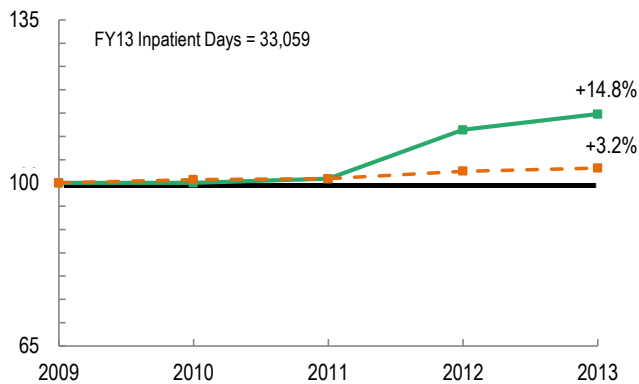
18% (2,481) of the non-acute cohort's discharges were treated at this hospital

How has the hospital's average length of stay changed compared to FY09, and how does this hospital compare to its peer cohort median? (FY09=100)

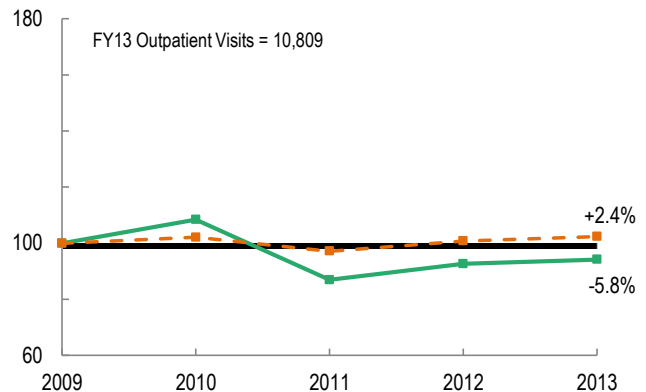


### UTILIZATION TRENDS

How has the volume of the hospital's inpatient days changed compared to FY09, and how does this hospital compare to its peer cohort median? (FY09=100)

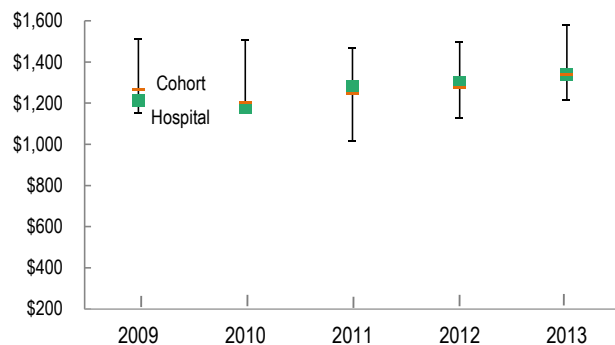


How has the volume of the hospital's outpatient visits changed compared to FY09, and how does this hospital compare to its peer cohort median? (FY09=100)

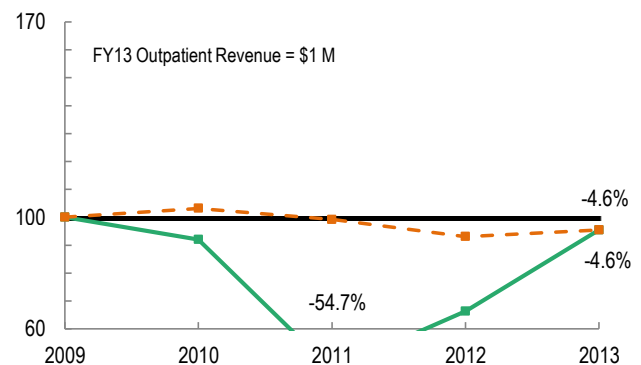


### PATIENT REVENUE TRENDS

What was the hospital's net inpatient service revenue per inpatient day between FY09 and FY13, and how does this hospital compare to its peer cohort median?



How has the hospital's total outpatient revenue changed compared to FY09, and how does this hospital compare to its peer cohort median? (FY09=100)

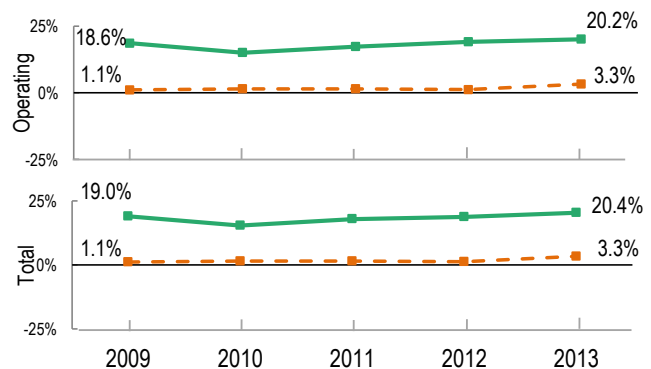


### FINANCIAL PERFORMANCE

How have the hospital's total revenue and costs changed between FY09 and FY13?

Revenue, Cost & Profit/Loss (in millions)					
FY	Total Revenue	Operating Revenue	Non-Operating Revenue	Costs	Total Profit/Loss
2009	\$36	\$36	\$0	\$29	\$6.8
2010	\$35	\$35	\$0	\$30	\$5.4
2011	\$38	\$38	\$0	\$31	\$6.8
2012	\$42	\$42	(\$0)	\$34	\$7.9
2013	\$45	\$45	\$0	\$36	\$9.2

What were the hospital's operating and total margins between FY09 and FY13, and how do these compare to the medians of its peer cohort hospitals?



For descriptions of the metrics, please see Technical Appendix.

Non-acute hospitals in Massachusetts are typically identified as psychiatric, rehabilitation, and chronic care facilities. CHIA has defined non-acute hospitals in this publication using the Massachusetts Department of Public Health (DPH) and Department of Mental Health (DMH) license criteria.

† Costs were adjusted to exclude direct medical education costs and physician compensation.

† Average Hospital does not include Specialty hospitals.